International Business Development Manager

iDDEN GmbH (iDDEN.org)

<table>
<thead>
<tr>
<th>Location</th>
<th>Northern Europe (ideally Germany)</th>
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<td>Time commitment</td>
<td>Flexible</td>
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The Role

We are currently searching for an International Development Business Manager who would provide crucial support to our Managing Director in this new role. If you are interested in the rapidly growing field of data exchange hubs within agriculture, the use of new data sources like sensor data, organisational tasks with multi-national partners and clients, and appreciate a professional work environment, this role may be an ideal match for you.

About Us

iDDEN is the world's largest international partnership related to dairy data exchange services and is managed by seven farmer-controlled founding member organizations active in 13 countries. Established in 2020, we operate in countries that represent about 200,000 dairy farms. Modern dairy farms base decisions on high quality information sources and the goal of iDDEN is connect these data sources as our customers support dairy farmers in their efforts to feed the world.

Currently, we are actively searching for an International Business Development Manager to become an integral part of our team, contributing significantly to the evolution and growth of our business operations.

Key Responsibilities:

- Act as a principal point of contact on enquiries and issues as required.
- Support the expansion of iDDEN services to more countries and more clients.
- Connect and build relationships with other potential partners in the agricultural sector.
- Consolidate customer requirements for implementation by our technical experts.
- Organise meetings and workshops and prepare/manage required materials.
- Write, produce and edit communications/website content ensuring consistent messaging.
- Work collaboratively with, and provide high level assistance to, our Technical Lead.

Skills and Experience:

- Good understanding of the agricultural sector.
- Familiarity with data and information needed in the dairy industry would be an asset.
- Good understanding of modern IT systems for data exchange.
• Prior experience in a Business Management or Business Development role or similar position would be advantageous.
• Demonstrated strong organisational skills with the ability to manage tasks effectively.
• Excellent written and verbal communication skills.
• The ability to exercise discretion/confidentiality when dealing with sensitive information.
• Strong problem-solving skills and a proactive approach to challenges.
• The primary language of communication in the role is English.

Benefits:
• Flexible work arrangements, including working from home and flexible hours.
• Exciting growth and career development opportunities as we expand.
• Welcoming, collaborative and friendly working environment.
• We offer a competitive salary and benefits package.

To Apply

If you’re interested to know more, please apply now to Reinhard.reents@idden.org and we’ll be in touch to discuss the company, position, remuneration and team in more detail.

All applications and conversations will be treated with the strictest of confidence.